

Offices of Real Estate Agents and Brokers: 2002

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2002 Economic Census

Real Estate and Rental and Leasing

Industry Series



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U.S. Department of Commerce
Economics and Statistics Administration
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-- Not applicable for this report.

Table 1. Summary Statistics for the United States: 2002

[These data are preliminary and are subject to change; they will be superseded by data released in later reports. Includes only establishments of firms with payroll. For meaning of abbreviations and symbols, see introductory text. For explanation of terms, see Appendix A. Data based on the 2002 Economic Census. For information on confidentiality protection, sampling error, nonsampling error, and definitions, see note at end of table]

2002 NAICS code	Kind of business	Estab- lishments (number)	Revenue (\$1,000)	Annual payroll (\$1,000)	First-quarter payroll (\$1,000)	Paid employees for pay period including March 12 (number)	Percent of revenue—	
							From admini- strative records ¹	Estimated ²
5312	Offices of real estate agents and brokers	76 166	66 410 256	10 579 469	2 486 106	284 827	29.5	13.5
53121	Offices of real estate agents and brokers	76 166	66 410 256	10 579 469	2 486 106	284 827	29.5	13.5
531210	Offices of real estate agents and brokers	76 166	66 410 256	10 579 469	2 486 106	284 827	29.5	13.5
5312101	Offices of residential real estate agents and brokers	62 445	51 736 053	6 473 578	1 467 044	210 371	30.5	14.1
5312109	Offices of nonresidential real estate agents and brokers	13 721	14 674 203	4 105 891	1 019 062	74 456	25.8	11.5

¹Includes revenue information obtained from administrative records of other federal agencies.

²Includes revenue information that was imputed based on historic data, administrative data, industry averages, or other statistical methods.

Note: The data in this table are based on the 2002 Economic Census. To maintain confidentiality, the Census Bureau suppresses data to protect the identity of any business or individual. The census results in this table contain nonsampling error. Data users who create their own estimates using data from this table should cite the Census Bureau as the source of the original data only. See also explanation of terms and geographic definitions. For the full technical documentation, see Appendix C.

Table 2. Comparative Statistics for the United States (1997 NAICS Basis): 2002 and 1997

[These data are preliminary and are subject to change; they will be superseded by data released in later reports. Includes only establishments of firms with payroll. For meaning of abbreviations and symbols, see introductory text. For explanation of terms, see Appendix A. Data based on the 2002 and 1997 Economic Censuses. For information on confidentiality protection, sampling error, nonsampling error, and definitions, see note at end of table]

1997 NAICS code	Kind of business	Establishments (number)	Revenue (\$1,000)	Annual payroll (\$1,000)	Paid employees for pay period including March 12 (number)
5312	Offices of real estate agents and brokers 2002.. 1997..	76 166 60 620	66 410 256 38 945 434	10 579 469 6 791 721	284 827 219 633
53121	Offices of real estate agents and brokers 2002.. 1997..	76 166 60 620	66 410 256 38 945 434	10 579 469 6 791 721	284 827 219 633
531210	Offices of real estate agents and brokers 2002.. 1997..	76 166 60 620	66 410 256 38 945 434	10 579 469 6 791 721	284 827 219 633
5312101	Offices of residential real estate agents and brokers 2002.. 1997..	62 445 N	51 736 053 N	6 473 578 N	210 371 N
5312109	Offices of nonresidential real estate agents and brokers 2002.. 1997..	13 721 N	14 674 203 N	4 105 891 N	74 456 N

Note: The data in this table are based on the 2002 and 1997 Economic Censuses. To maintain confidentiality, the Census Bureau suppresses data to protect the identity of any business or individual. The census results in this table contain nonsampling error. Data users who create their own estimates using data from this table should cite the Census Bureau as the source of the original data only. See also explanation of terms and geographic definitions. For the full technical documentation, see Appendix C.

Table 3. Product Lines by Kind of Business for the United States: 2002

[These data are preliminary and are subject to change; they will be superseded by data released in later reports. Includes only establishments of firms with payroll. For meaning of abbreviations and symbols, see introductory text. For explanation of terms, see Appendix A. Data based on the 2002 Economic Census. For information on confidentiality protection, sampling error, nonsampling error, and definitions, see note at end of table]

2002 NAICS code	2002 Product line code	Kind of business and product line	Establishments with the product line		Product line revenue			Response coverage ² (percent)
			Number	Total revenue (\$1,000)	Amount ¹ (\$1,000)	As percent of total revenue of—		
						Estab- lishments with the product line	All estab- lishments ¹	
5312		Offices of real estate agents and brokers	76 166	X	66 410 256	X	100.0	73.1
	52000	Gross rents from real property owned by this establishment	2 508	3 082 326	212 227	6.9	.3	X
	52100	Real estate brokerage fees and commissions	75 856	65 945 796	60 656 863	92.0	91.3	72.0
	52101	Residential property sales	59 542	49 422 481	43 431 261	87.9	65.4	X
	52102	Residential property rental	17 931	15 969 045	3 672 724	23.0	5.5	X
	52103	Nonresidential property sales	18 119	18 195 015	4 466 337	24.5	6.7	X
	52104	Nonresidential property rental	11 058	13 165 013	6 745 232	51.2	10.2	X
	52105	Land sales and rental	17 358	12 954 139	2 341 309	18.1	3.5	X
	52110	Fees charged to real estate agents for office use, advertising, publicity, etc.	7 436	11 247 675	1 299 072	11.6	2.0	X
	52200	Property management fees	14 192	14 692 551	1 911 266	13.0	2.9	64.5
	52201	Residential	10 605	8 320 790	892 991	10.7	1.3	X
	52202	Nonresidential	5 677	8 305 101	1 018 275	12.3	1.5	X
	52210	Real estate asset management fees	761	1 564 895	114 409	7.3	.2	X
	52220	Reimbursements from property owners for miscellaneous expenditures ..	2 369	3 153 165	223 989	7.1	.3	X
	52230	Condominium and cooperative owners' fees and assessments	201	192 857	24 378	12.6	Z	X
	52240	Real estate consulting fees	3 770	5 493 395	271 358	4.9	.4	X
	52250	Real estate escrow services	198	601 613	43 569	7.2	.1	X
	52260	Real estate fiduciary fees	42	68 500	6 248	9.1	Z	X
	52270	Real estate appraisal fees	3 202	3 589 604	248 029	6.9	.4	X
	52280	Real estate listing service fees	940	879 355	113 862	12.9	.2	X
	52290	Real estate auction fees and commissions	748	545 734	95 832	17.6	.1	X
	52300	Real estate relocation fees	2 140	2 699 064	131 775	4.9	.2	X
	52400	Hotel operation, including rental of guestrooms and units to transients ...	237	147 139	17 660	12.0	Z	X
	52420	Insurance and annuity commissions	743	823 868	49 100	6.0	.1	55.5
	52421	Title	140	351 170	17 281	4.9	Z	X
	52429	Other	612	573 095	31 819	5.6	Z	X
	52430	Revenue from construction, remodeling, and repair work done for others	809	2 321 960	202 086	8.7	.3	X
	59810	Other revenue	7 056	14 999 414	788 533	5.3	1.2	X
53121		Offices of real estate agents and brokers	76 166	X	66 410 256	X	100.0	73.1
	52000	Gross rents from real property owned by this establishment	2 508	3 082 326	212 227	6.9	.3	X
	52100	Real estate brokerage fees and commissions	75 856	65 945 796	60 656 863	92.0	91.3	72.0
	52101	Residential property sales	59 542	49 422 481	43 431 261	87.9	65.4	X
	52102	Residential property rental	17 931	15 969 045	3 672 724	23.0	5.5	X
	52103	Nonresidential property sales	18 119	18 195 015	4 466 337	24.5	6.7	X
	52104	Nonresidential property rental	11 058	13 165 013	6 745 232	51.2	10.2	X
	52105	Land sales and rental	17 358	12 954 139	2 341 309	18.1	3.5	X
	52110	Fees charged to real estate agents for office use, advertising, publicity, etc.	7 436	11 247 675	1 299 072	11.6	2.0	X
	52200	Property management fees	14 192	14 692 551	1 911 266	13.0	2.9	64.5
	52201	Residential	10 605	8 320 790	892 991	10.7	1.3	X
	52202	Nonresidential	5 677	8 305 101	1 018 275	12.3	1.5	X
	52210	Real estate asset management fees	761	1 564 895	114 409	7.3	.2	X
	52220	Reimbursements from property owners for miscellaneous expenditures ..	2 369	3 153 165	223 989	7.1	.3	X
	52230	Condominium and cooperative owners' fees and assessments	201	192 857	24 378	12.6	Z	X
	52240	Real estate consulting fees	3 770	5 493 395	271 358	4.9	.4	X
	52250	Real estate escrow services	198	601 613	43 569	7.2	.1	X
	52260	Real estate fiduciary fees	42	68 500	6 248	9.1	Z	X
	52270	Real estate appraisal fees	3 202	3 589 604	248 029	6.9	.4	X
	52280	Real estate listing service fees	940	879 355	113 862	12.9	.2	X
	52290	Real estate auction fees and commissions	748	545 734	95 832	17.6	.1	X
	52300	Real estate relocation fees	2 140	2 699 064	131 775	4.9	.2	X
	52400	Hotel operation, including rental of guestrooms and units to transients ...	237	147 139	17 660	12.0	Z	X
	52420	Insurance and annuity commissions	743	823 868	49 100	6.0	.1	55.5
	52421	Title	140	351 170	17 281	4.9	Z	X
	52429	Other	612	573 095	31 819	5.6	Z	X
	52430	Revenue from construction, remodeling, and repair work done for others	809	2 321 960	202 086	8.7	.3	X
	59810	Other revenue	7 056	14 999 414	788 533	5.3	1.2	X
531210		Offices of real estate agents and brokers	76 166	X	66 410 256	X	100.0	73.1
	52000	Gross rents from real property owned by this establishment	2 508	3 082 326	212 227	6.9	.3	X
	52100	Real estate brokerage fees and commissions	75 856	65 945 796	60 656 863	92.0	91.3	72.0
	52101	Residential property sales	59 542	49 422 481	43 431 261	87.9	65.4	X
	52102	Residential property rental	17 931	15 969 045	3 672 724	23.0	5.5	X
	52103	Nonresidential property sales	18 119	18 195 015	4 466 337	24.5	6.7	X
	52104	Nonresidential property rental	11 058	13 165 013	6 745 232	51.2	10.2	X
	52105	Land sales and rental	17 358	12 954 139	2 341 309	18.1	3.5	X
	52110	Fees charged to real estate agents for office use, advertising, publicity, etc.	7 436	11 247 675	1 299 072	11.6	2.0	X
	52200	Property management fees	14 192	14 692 551	1 911 266	13.0	2.9	64.5
	52201	Residential	10 605	8 320 790	892 991	10.7	1.3	X
	52202	Nonresidential	5 677	8 305 101	1 018 275	12.3	1.5	X
	52210	Real estate asset management fees	761	1 564 895	114 409	7.3	.2	X
	52220	Reimbursements from property owners for miscellaneous expenditures ..	2 369	3 153 165	223 989	7.1	.3	X
	52230	Condominium and cooperative owners' fees and assessments	201	192 857	24 378	12.6	Z	X
	52240	Real estate consulting fees	3 770	5 493 395	271 358	4.9	.4	X
	52250	Real estate escrow services	198	601 613	43 569	7.2	.1	X
	52260	Real estate fiduciary fees	42	68 500	6 248	9.1	Z	X

See footnotes at end of table.

Table 3. Product Lines by Kind of Business for the United States: 2002—Con.

[These data are preliminary and are subject to change; they will be superseded by data released in later reports. Includes only establishments of firms with payroll. For meaning of abbreviations and symbols, see introductory text. For explanation of terms, see Appendix A. Data based on the 2002 Economic Census. For information on confidentiality protection, sampling error, nonsampling error, and definitions, see note at end of table]

2002 NAICS code	2002 Product line code	Kind of business and product line	Establishments with the product line		Product line revenue			Response coverage ² (percent)
			Number	Total revenue (\$1,000)	Amount ¹ (\$1,000)	As percent of total revenue of—		
						Estab- lishments with the product line	All estab- lishments ¹	
531210		Offices of real estate agents and brokers—Con.						
	52270	Real estate appraisal fees	3 202	3 589 604	248 029	6.9	.4	X
	52280	Real estate listing service fees	940	879 355	113 862	12.9	.2	X
	52290	Real estate auction fees and commissions	748	545 734	95 832	17.6	.1	X
	52300	Real estate relocation fees	2 140	2 699 064	131 775	4.9	.2	X
	52400	Hotel operation, including rental of guestrooms and units to transients ...	237	147 139	17 660	12.0	Z	X
	52420	Insurance and annuity commissions	743	823 868	49 100	6.0	.1	55.5
	52421	Title	140	351 170	17 281	4.9	Z	X
	52429	Other	612	573 095	31 819	5.6	Z	X
	52430	Revenue from construction, remodeling, and repair work done for others	809	2 321 960	202 086	8.7	.3	X
	59810	Other revenue	7 056	14 999 414	788 533	5.3	1.2	X
5312101		Offices of residential real estate agents and brokers	62 445	X	51 736 053	X	100.0	72.1
	52000	Gross rents from real property owned by this establishment	2 191	2 593 528	155 729	6.0	.3	X
	52100	Real estate brokerage fees and commissions	62 138	51 279 224	48 334 857	94.3	93.4	70.9
	52101	Residential property sales	57 096	48 019 917	43 138 860	89.8	83.4	X
	52102	Residential property rental	17 301	15 305 823	3 628 981	23.7	7.0	X
	52103	Nonresidential property sales	10 307	8 918 995	625 937	7.0	1.2	X
	52104	Nonresidential property rental	3 173	2 513 708	122 770	4.9	.2	X
	52105	Land sales and rental	13 327	9 545 628	818 309	8.6	1.6	X
	52110	Fees charged to real estate agents for office use, advertising, publicity, etc.	6 964	10 869 227	1 222 030	11.2	2.4	X
	52200	Property management fees	10 149	7 868 019	914 711	11.6	1.8	60.0
	52201	Residential	9 867	7 387 126	811 952	11.0	1.6	X
	52202	Nonresidential	2 048	1 657 870	102 759	6.2	.2	X
	52210	Real estate asset management fees	305	449 069	33 112	7.4	.1	X
	52220	Reimbursements from property owners for miscellaneous expenditures ..	1 832	1 690 734	78 123	4.6	.2	X
	52230	Condominium and cooperative owners' fees and assessments	158	166 590	22 764	13.7	Z	X
	52240	Real estate consulting fees	1 461	1 305 818	33 629	2.6	.1	X
	52250	Real estate escrow services	185	560 819	38 286	6.8	.1	X
	52260	Real estate fiduciary fees	23	26 385	1 552	5.9	Z	X
	52270	Real estate appraisal fees	2 224	1 260 808	54 324	4.3	.1	X
	52280	Real estate listing service fees	712	777 076	99 335	12.8	.2	X
	52290	Real estate auction fees and commissions	618	363 187	81 745	22.5	.2	X
	52300	Real estate relocation fees	2 116	2 647 851	130 895	4.9	.3	X
	52400	Hotel operation, including rental of guestrooms and units to transients ...	235	145 378	17 073	11.7	Z	X
	52420	Insurance and annuity commissions	682	713 958	32 077	4.5	.1	59.6
	52421	Title	129	303 211	7 613	2.5	Z	X
	52429	Other	562	511 144	24 464	4.8	Z	X
	52430	Revenue from construction, remodeling, and repair work done for others	380	411 819	72 949	17.7	.1	X
	59810	Other revenue	5 303	10 130 954	412 862	4.1	.8	X
5312109		Offices of nonresidential real estate agents and brokers	13 721	X	14 674 203	X	100.0	76.7
	52000	Gross rents from real property owned by this establishment	317	488 798	56 498	11.6	.4	X
	52100	Real estate brokerage fees and commissions	13 718	14 666 572	12 322 006	84.0	84.0	76.0
	52101	Residential property sales	2 446	1 402 564	292 401	20.8	2.0	X
	52102	Residential property rental	630	663 222	43 743	6.6	.3	X
	52103	Nonresidential property sales	7 812	9 276 020	3 840 400	41.4	26.2	X
	52104	Nonresidential property rental	7 885	10 651 305	6 622 462	62.2	45.1	X
	52105	Land sales and rental	4 031	3 408 511	1 523 000	44.7	10.4	X
	52110	Fees charged to real estate agents for office use, advertising, publicity, etc.	472	378 448	77 042	20.4	.5	X
	52200	Property management fees	4 043	6 824 532	996 555	14.6	6.8	71.8
	52201	Residential	738	933 664	81 039	8.7	.6	X
	52202	Nonresidential	3 629	6 647 231	915 516	13.8	6.2	X
	52210	Real estate asset management fees	456	1 115 826	81 297	7.3	.6	X
	52220	Reimbursements from property owners for miscellaneous expenditures ..	537	1 462 431	145 866	10.0	1.0	X
	52230	Condominium and cooperative owners' fees and assessments	43	26 267	1 614	6.1	Z	X
	52240	Real estate consulting fees	2 309	4 187 577	237 729	5.7	1.6	X
	52250	Real estate escrow services	13	40 794	5 283	13.0	Z	X
	52260	Real estate fiduciary fees	19	42 115	4 696	11.2	Z	X
	52270	Real estate appraisal fees	978	2 328 796	193 705	8.3	1.3	X
	52280	Real estate listing service fees	228	102 279	14 527	14.2	.1	X
	52290	Real estate auction fees and commissions	130	182 547	14 087	7.7	.1	X
	52300	Real estate relocation fees	24	51 213	880	1.7	Z	X
	52420	Insurance and annuity commissions	61	109 910	17 023	15.5	.1	27.2
	52421	Title	11	47 959	9 668	20.2	.1	X
	52429	Other	50	61 951	7 355	11.9	.1	X
	52430	Revenue from construction, remodeling, and repair work done for others	429	1 910 141	129 137	6.8	.9	X
	59810	Other revenue	1 753	4 868 460	375 671	7.7	2.6	X

¹Product line revenue and/or product line percents may not sum to totals due to exclusion of selected lines to avoid disclosing data for individual companies, due to rounding, and/or due to exclusion of lines that did not meet publication criteria.

²Revenue of establishments reporting product line revenue as percent of total revenue.

Note: The data in this table are based on the 2002 Economic Census. To maintain confidentiality, the Census Bureau suppresses data to protect the identity of any business or individual. The census results in this table contain nonsampling error. Data users who create their own estimates using data from this table should cite the Census Bureau as the source of the original data only. See also explanation of terms and geographic definitions. For the full technical documentation, see Appendix C.

Table 4. Concentration by Largest Firms for the United States: 2002

[These data are preliminary and are subject to change; they will be superseded by data released in later reports. Includes only firms and establishments of firms with payroll. Excludes data for corporate, subsidiary, and regional managing offices and establishments of these firms that are classified in other categories than those specified in this table. For meaning of abbreviations and symbols, see introductory text. For explanation of terms, see Appendix A. For method of assignment to categories shown, see Appendix C. Data based on the 2002 Economic Census. For information on confidentiality protection, sampling error, nonsampling error, and definitions, see note at end of table]

2002 NAICS code	Kind of business and largest firms based on revenue	Establishments (number)	Revenue		Annual payroll (\$1,000)	First-quarter payroll (\$1,000)	Paid employees for pay period including March 12 (number)
			Amount (\$1,000)	As percent of total			
5312	Offices of real estate agents and brokers						
	All firms	76 166	66 410 256	100.0	10 579 469	2 486 106	284 827
	4 largest firms	1 798	6 768 838	10.2	1 012 068	244 301	18 850
	8 largest firms	2 228	8 688 533	13.1	1 513 672	390 688	25 289
	20 largest firms	2 625	11 747 769	17.7	1 958 132	511 194	32 129
	50 largest firms	3 476	15 207 552	22.9	2 449 653	622 490	44 192
53121	Offices of real estate agents and brokers						
	All firms	76 166	66 410 256	100.0	10 579 469	2 486 106	284 827
	4 largest firms	1 798	6 768 838	10.2	1 012 068	244 301	18 850
	8 largest firms	2 228	8 688 533	13.1	1 513 672	390 688	25 289
	20 largest firms	2 625	11 747 769	17.7	1 958 132	511 194	32 129
	50 largest firms	3 476	15 207 552	22.9	2 449 653	622 490	44 192
531210	Offices of real estate agents and brokers						
	All firms	76 166	66 410 256	100.0	10 579 469	2 486 106	284 827
	4 largest firms	1 798	6 768 838	10.2	1 012 068	244 301	18 850
	8 largest firms	2 228	8 688 533	13.1	1 513 672	390 688	25 289
	20 largest firms	2 625	11 747 769	17.7	1 958 132	511 194	32 129
	50 largest firms	3 476	15 207 552	22.9	2 449 653	622 490	44 192
5312101	Offices of residential real estate agents and brokers						
	All firms	62 445	51 736 053	100.0	6 473 578	1 467 044	210 371
	4 largest firms	1 419	5 632 397	10.9	522 234	124 214	12 382
	8 largest firms	1 691	6 935 272	13.4	635 607	151 147	14 965
	20 largest firms	2 013	8 929 031	17.3	924 827	216 719	22 790
	50 largest firms	2 931	11 571 851	22.4	1 218 882	288 839	30 500
5312109	Offices of nonresidential real estate agents and brokers						
	All firms	13 721	14 674 203	100.0	4 105 891	1 019 062	74 456
	4 largest firms	598	2 622 312	17.9	928 589	250 844	11 338
	8 largest firms	673	3 604 388	24.6	1 118 311	309 320	13 525
	20 largest firms	761	4 727 225	32.2	1 363 857	366 684	16 705
	50 largest firms	899	5 810 889	39.6	1 733 241	458 508	21 227

Note: The data in this table are based on the 2002 Economic Census. To maintain confidentiality, the Census Bureau suppresses data to protect the identity of any business or individual. The census results in this table contain nonsampling error. Data users who create their own estimates using data from this table should cite the Census Bureau as the source of the original data only. See also explanation of terms and geographic definitions. For the full technical documentation, see Appendix C.